NOVARTIS

Sr Manager, US Payor & Access Analytics

Job ID
REQ-10056567

7   31, 2025

India

Senior Manager, Payer, Access & Reimbursement play a critical role in supporting the delivery of high-quality, actionable insights for strategic business decisions. This role will Conceptualize and contribute to development of analytical solutions/products based on either Launch, Performance, Patient, Payer, Commercial or Market Access and Understanding of US Pharma Market, National, Sub-National and APLD Datasets, Market Access, and other Healthcare Databases. The role is responsible for coordinating and contributing to the preparation of key deliverables—including, but not limited to, IPST and LRR materials—ensuring data accuracy, analytical rigor, and effective integration of Hyderabad's contributions. The Lead will manage assigned workstreams, drive insight generation, and collaborate closely with both Hyderabad and East Hanover (EH) teams to ensure alignment and timely delivery.

About the Role

Key Responsibilities

- Explore, develop, implement, and scale up solutions that address customer needs. Co-create with key stakeholders to build partnerships & collaborations.

- Collaborating with EH leads to ensure comprehensive market, segmentation, and behavioral analyses are incorporated.
- Lead, build, and cultivate relationships with stakeholders as part of key account strategic management
- Working knowledge of multiple datasets e.g. LAAD, Xponent, Plantrak, SMART etc. and formulary datasets (MMIT, DRG - Fingertip, etc.), managing and organizing data sets from databases to find patterns and trends in data.
- Experience in analyzing payer data, formulary coverage, and market share to assess and optimize product access across commercial and government payers.
- Experience in Segment payers based on their policies, formulary positions, and prescription trends, identifying high-potential accounts and key influencers.
- Knowledge of predictive analytics and machine learning models to forecast payer behavior, such as formulary changes, policy shifts, or reimbursement trends.
- Experience in analyzing patient claims data, physician prescribing behavior, and treatment utilization patterns in response to payer policies and formulary changes
- Monitor competitor activities, including pricing, formulary status, and payer contracts, to assess their impact on market share and market access strategies.
- Develop scenario-based models to simulate different deals/contracts and study the impact of different payer policies on product uptake.
- Provide analytics support to Novartis internal customers on various high complexity analytical reports.
- Proven Project Management skills for owning the delivery of multiple projects, ensuring delivery of efficient and high-quality work.
- Work in collaboration with cross-functional teams to improve value and drive process innovation across brands– continuously expand horizons through experimentation.
- Should be able to lead small engagements and work with small teams to lead, mentor and develop them to address complex business analytics challenges.
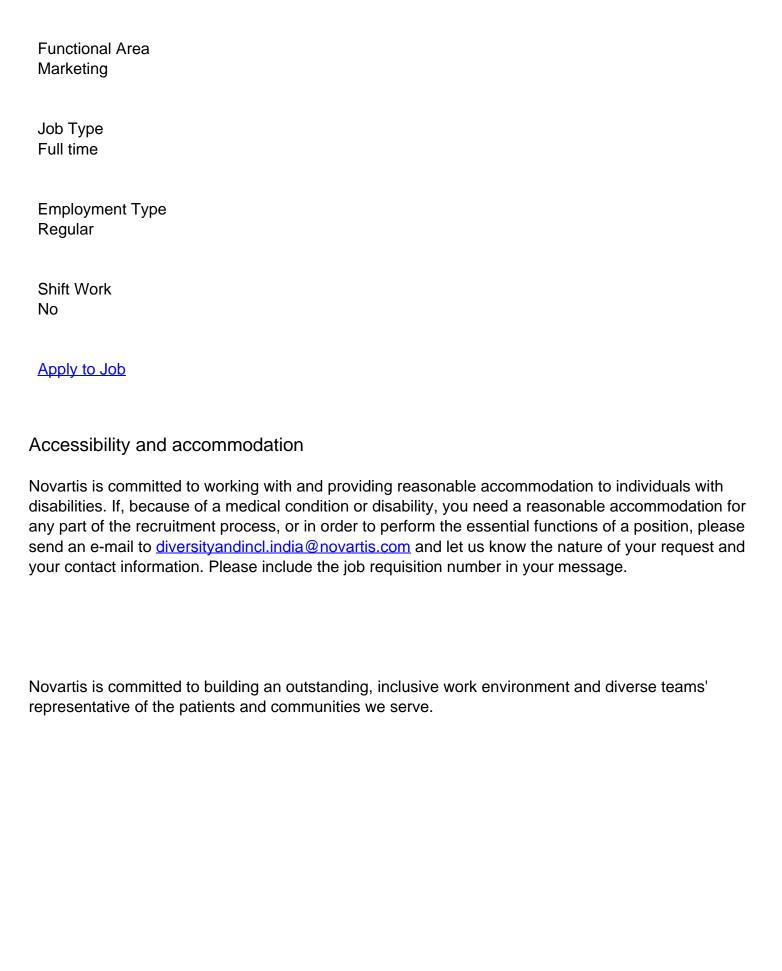
Essential Requirements:

- A proven track record in Market Access (Payer/Formulary/Access), brand performance management, marketing, or a similar role
- 8+ years of experience in analytics, market access, or decision science, preferably in the pharmaceutical or healthcare sector.
- Demonstrate the ability to support and implement brand strategies that drive market share and revenue growth.
- The candidate should be able work in a high performing team fostering a collaborative and innovative mindset.
- Master's/bachelor's degree in data science, analytics, business, Life Sciences, or a related field.
- Experience in segmenting payers based on their policies, formulary positions, and prescription trends, identifying high-potential accounts and key influencers.
- Strong experience in data analysis, insight generation, and project management

Desired Requirements:

- Demonstrated ability to collaborate across global teams and manage multiple priorities.

- Excellent communication, presentation, and stakeholder management skills.
- Experience preparing reports, workshop materials, and executive presentations.

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? https://www.novartis.com/about/strategy/people-and-culture

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: https://talentnetwork.novartis.com/network

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: https://www.novartis.com/careers/benefits-rewards

US

Business Unit
Universal Hierarchy Node

India

Hyderabad (Office)

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

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Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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